

Message Text

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INFO OCT-01 EUR-25 ISO-00 EB-11 DODE-00 CIAE-00 PM-07

INR-11 L-03 ACDA-19 NSAE-00 PA-04 RSC-01 PRS-01 SP-03

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TO USMISSION NATO PRIORITY

C O N F I D E N T I A L STATE 213796

E.O. 11652: GDS

TAGS: BEXP, NATO, MCAP, MARR

SUBJECT: NATO-HAWK BOARD OF DIRECTORS (BOD) MEETING

1-3 OCTOBER

REF: (A) USNATO 5235

(B) USNATO 4435

(C) USNATO 5236

1. REFTEL (A) REQUESTED CONCURRENCE ON PROPOSED U.S.
POSITION ON THREE ITEMS OF SPECIAL INTEREST. APPROPRIATE
RESPONSES ARE KEYED TO ITEM NUMBERS.

A. ITEM 3.5 -- BASED ON THE PREVIOUS POSITION TAKEN
IN REFTEL (B) IT IS NOT CONSIDERED APPROPRIATE TO RETREAT
FROM OUR POSITION. THIS EXAMPLE OF UNFAIR
AND INEQUITABLE PROCUREMENT PRACTICE IS WELL DOCUMENTED
AND OUR POSITION OF EVEN HANDED TREATMENT FOR ALL SHOULD
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STAND. FYI: DISCUSSIONS BETWEEN REPRESENTATIVES OF

VARIAN/USDOC ON 26 SEPTEMBER REVEAL THAT FIRM PREFERS TO STAND ON PRINCIPLE AND SEEK REVERSAL RATHER THAN SETTLE FOR "ONLY HALF OF A LOAF" BUT OBVIOUSLY WILLING TO ACCEPT ONE-HALF RATHER THAN NONE. ENDY FYI. SHOULD CONTRACT REVERSAL BASED ON VIOLATION OF PROCUREMENT PRACTICES AND THE OBVIOUS ECONOMIC ISSUES BE UNSUCCESSFUL YOU ARE AUTHORIZED TO ACCEPT A 50/50 SPLIT BETWEEN VARIAN AND THOMPSON-CSF.

B. ITEM 3.6 -- THE PROCUREMENT OF 400 POWER KLYSTRONS IS A DISTINCT AND SEPARATE PROCUREMENT ACTION (AND SHOULD BE KEPT SEPARATE) AND YOU SHOULD SEEK THE AWARD BASED ON PROCUREMENT PRACTICES WHICH SEEK THE LOWEST POSSIBLE PRICE ON CONTRACTS (WHICH INCLUDE APPROPRIATELY APPLIED CHARGES).

C. ITEM 3.7 -- USE PREVIOUS GUIDANCE PROVIDED FOR NEGOTIATIONS IN CONNECTION WITH DISESTABLISHMENT OF THE MAINTENANCE FLOAT.

2. INFORMATION REQUESTED REFTEL (C) TO BE PROVIDED SEPARATELY. KISSINGER

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